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ANNUAL AUDITED REPORT

**FORM X-17A-5** 

PART III

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING .	07/01/04	_ AND ENDING	06/30/05	
	MM/DD/YY		MM/DD/YY	
A. RE	GISTRANT IDENTIFIC	CATION		
NAME OF BROKER-DEALER:				
21st Century Financial	Services, Inc.		OFFICIAL USE ONL	Υ
FIRE		FIRM ID. NO.		
ADDRESS OF PRINCIPAL PLACE OF BUS	INESS: (Do not use P.O. B	ox No.)		
407 East Meadow Avenue				
	(No. and Street)			
East Meadow	New Y	York	11554	
(City)	(State)		(Zip Code)	
NAME AND TELEPHONE NUMBER OF P	ERSON TO CONTACT IN	REGARD TO TH	IS REPORT	
Charles Mazziotti		(	(516) 699-0215	
			(Area Code — Telephone No.)	
B. ACC	COUNTANT IDENTIFI	CATION		
INDEPENDENT PUBLIC ACCOUNTANT W	hose opinion is contained in	this Report*		
Lawrence B. Goodman &	Co., P.A.			
(Nar	ne — if individual, state last, first, middl	le name)		
32-16 Broadway	Fair Lawn	New Je	ersey 07410	
(Address)	(City)	(State)	PROCESCE	ode)
CHECK ONE:			a PANEL	))
☐ Certified Public Accountant			SEP 0 9 2005	
☐ Public Accountant	States or any of its massesi		THOMEON	
☐ Accountant not resident in United	States or any of its possessi	ons.	FINANCIAI	
	FOR OFFICIAL USE ONLY			]
			<del></del>	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

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SEC 1410 (3-91)

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### **OATH OR AFFIRMATION**

I.	Charles Mazziotti , swear (or affirm) that, to the
best	of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of
	Olivia Granda Diagnosis I Compilera Tra
	Zist Century Financial Services, Inc. , as of
	June 30, 19, 2005, are true and correct. I further swear (or affirm) that neither the company
	any partner, proprietor, principal officer or director has any proprietary interest in any account classified soley as that of
a cu	stomer, except as follows:
	CIS DE
	Signature
	President
	Title
1	
0	
	Notary PUMICENT PETROSINI
	NOTARY PUBLIC, STATE OF NY NO. 4983038
	QUALIFIED IN KINGS COUNTY MY COMMISSION EXPIRES JUNE 17, 20
	MY COMMISSION EXPIRES JUNE 17, 20 💆 🦯
Thi	s report** contains (check all applicable boxes):
$\mathbf{X}$	(a) Facing page.
X	(b) Statement of Financial Condition.
X	(c) Statement of Income (Loss).
X	(d) Statement of Changes in Firm Clark Constition. Cash Flows
X	(e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
	(f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
Ø	(g) Computation of Net Capital
	(h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
	(i) Information Relating to the Possession or control Requirements Under Rule 15c3-3.
	(j) A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3-1 and the
	Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
	(k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of con-
	solidation.
$\mathbf{X}$	(I) An Oath or Affirmation.
	(m) A copy of the SIPC Supplemental Report.
$\Box$	(n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

FINANCIAL STATEMENTS

JUNE 30, 2005 UG 2 9 2005

N 213 (C)



Lawrence B. Goodman, CPA\* Richard B. Klein Catherine Marotta, CPA David J. Goodman, CPA, MST\*
William R. Lungren, CPA
Jacqueline M. Shamieh, CPA
\*Certified in New Jersey and New York

#### REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To The Board of Directors of 21<sup>st</sup> Century Financial Services, Inc. 407 East Meadow Avenue East Meadow, New York 11554

We have audited the accompanying statement of financial condition of 21<sup>st</sup> Century Financial Services, Inc., as of June 30, 2005, and the related statements of income, changes in stockholders' equity, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of 21<sup>st</sup> Century Financial Services, Inc. as of June 30, 2005, and the results of its operations and its cash flows for the year then ended, in conformity with U.S. generally accepted accounting principles.

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I and II is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 of the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Lawrence B. Goodman & Co. P.A.

Certified Public Accountants

Fair Lawn, New Jersey July 19, 2005

## STATEMENT OF FINANCIAL CONDITION

## **JUNE 30, 2005**

### **ASSETS**

Current Assets		
Cash and cash equivalents	\$ 22,989	
Commissions receivable	202,199	
Prepaid expense	554	
Due from affiliate	<u>62,473</u>	
Total current assets		\$288,215
Other Assets		
Investment	42,600	
Security deposit	25,647	
Total other assets		68,247
Total Assets		<u>\$356,462</u>
LIABILITIES AND	STOCKHOLDERS' EQUITY	
Current Liabilities		
Accrued expenses		\$176,926
Stockholders' Equity		
Capital stock	\$ 73,000	
Paid-in capital	10,625	
Retained earnings	<u>95,911</u>	
Total stockholders' equity		<u>179,536</u>
Total Liabilities and Stockholders' E	quity	<u>\$356,462</u>



## STATEMENT OF INCOME

# FOR THE YEAR ENDED JUNE 30, 2005

Income		
Commission income	\$1,926,035	
Interest	200	
Total income		\$1,926,235
Operating Expenses		
Management fees	270,000	
Commissions	1,590,067	
Insurance	11,706	
Office expenses	7,904	
Fees and licenses	<u>32,066</u>	
Total operating expenses		1,911,743
Income before provision for Federal and		
State income taxes		14,492
Provision for Federal and State income taxes		3,103
Net income		<u>\$ 11,389</u>



## 21st CENTURY FINANCIAL SERVICES, INC.

## STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY

# FOR THE YEAR ENDED JUNE 30, 2005

	Common Stock	Paid-in Capital	Retained Earnings	Total
Shareholders' equity July 1, 2004	\$73,000	\$10,625	\$84,522	\$168,147
Net income			11,389	11,389
Shareholders' equity June 30, 2005	\$73,000	\$10,625	\$95,911	\$179,536

## STATEMENT OF CASH FLOWS

## FOR THE YEAR ENDED JUNE 30, 2005

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Lach Howe	trom	Onerating	activities.
Cash flows	TIOIT	operaning	activities.

Net income		\$11,389
Changes in assets and liabilities: Increase in commissions receivable Decrease in prepaid expenses Increase in security deposit Increase in accrued expenses Decrease in amounts due from affiliated company Total adjustments	(\$22,450) 497 (63) 16,643 12,500	<u>7,127</u>
Net cash provided by operating activities		18,516
Cash flows from investing activities: Purchase of securities		( <u>22,500</u> )
Net decrease in cash		( 3,984)
Cash and cash equivalents at beginning of year		<u>26,973</u>
Cash and cash equivalents at end of year		<u>\$22,989</u>
Supplemental Cash Flow Information Interest paid Income taxes paid		<u>\$ -</u> <u>\$ 2,606</u>

### NOTES TO FINANCIAL STATEMENTS

### FOR THE YEAR ENDED JUNE 30, 2005

#### **DESCRIPTION OF BUSINESS**

21<sup>st</sup> Century Financial Services, Inc. is a broker-dealer subject to the rules and regulations of the National Association of Securities Dealers (NASD) and Securities Investor Protection Corporation (SIPC). Their place of business is located at 407 East Meadow Avenue, East Meadow, New York 11554.

#### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

All of the Company's assets and liabilities are carried at either fair value or amounts which approximate fair value.

Commission income and expenses relating to customer securities transactions are recorded on a trade date basis as securities transactions occur.

The presentation of financial statements requires management to make estimates and assumptions that affect the amounts reported in the financial statements. Actual results could differ from these estimates.

#### CASH AND CASH EQUIVALENTS

The Company maintains cash balances at The First National Bank of Long Island. Accounts are insured by the Federal Deposit Insurance Corporation up to \$100,000. As of June 30, 2005, there were no amounts that exceeded the federally insured limits.

### RELATED PARTY TRANSACTIONS

Pursuant to a formal cost sharing arrangement, LCM Marketing Corporation charges the Company a monthly fee for overhead expenses, such as rent and communication. For the year ended June 30, 2005, the Company paid \$270,000 to LCM for such arrangement. In addition, the Company made a working capital loan to LCM for \$62,473.

### **INVESTMENTS**

As a member of the NASD, the Company purchased 1,500 warrants of the NASDAQ Stock Market, Inc. These warrants expire on June 27, 2006. In connection with these warrants, the Company purchased 1500 shares of NASDAQ stock using a warrant that would have expired on June 27, 2005 for \$15 per share. The market value as June 30, 2005 was \$19.50 per share.

#### CAPITAL STOCK

The authorized, issued and outstanding shares of capital stock at June 30, 2005, were as follows:

Common stock, without par value, authorized, issued and outstanding 200 shares.

### NET CAPITAL REQUIREMENT

As a registered broker-dealer and member of the National Association of Securities Dealers, Inc., the Company is subject to Rule 15c3-1 of the Securities and Exchange Commission which specifies uniform net capital requirements, as defined, equal to the greater of one-fifteenth of aggregate indebtedness, as defined, or \$25,000. At June 30, 2005 the Company had net capital of approximately \$73,909, which exceeded the minimum requirement by approximately \$48,909.

#### **INCOME TAXES**

The Company provides for income taxes for all transactions that have been recognized in the financial statements, determined in accordance with Statement of Financial Accounting Standards No. 109 ("SFAS 109"), "Accounting for Income Taxes".

The income tax provision of \$3,103 represents current Federal taxes of \$2,010 and State and Local taxes of \$1,093.

#### **CUSTOMER TRANSACTIONS**

The Company has entered into dealer arrangements with various mutual fund distributors. The Company acts as agent in executing mutual fund transactions on behalf of its customers. The customers are carried on a fully disclosed basis by the various mutual fund complexes.

As an introducing broker, the Company has its customers' securities transactions cleared by a clearing broker pursuant to a clearance agreement.

While the Company has agreed to indemnify its clearing broker for certain losses that the clearing broker may sustain from the customer accounts introduced by the Company, the clearing broker maintains the responsibility of margining such accounts and determining adequate collateralization.

### **NET CAPITAL COMPUTATION**

## **JUNE 30, 2005**

Total Assets	\$356,462
Less: Liabilities	<u>176,926</u>
Net Equity	179,536
Less: Non-Allowable Assets	105,627
Net Capital	<u>\$ 73,909</u>
Percentage of aggregate indebtedness to net capital	<u>239.38 %</u>

There are no material differences between the adjusted net capital as reported on this exhibit and the net capital reported on Part IIA of the Focus Report (form X-17a-5)



Lawrence B. Goodman, CPA\* Richard B. Klein Catherine Marotta, CPA David J. Goodman, CPA, MST\*
William R. Lungren, CPA
Jacqueline M. Shamieh, CPA
\*Certified in New Jersey and New York

#### **SCHEDULE II**

To The Board of Directors of 21<sup>st</sup> Century Financial Services, Inc. 407 East Meadow Avenue East Meadow, New York 11554

In planning and performing our audit of the financial statements of 21<sup>st</sup> Century Financial Services, Inc. (the Company) for the year ended June 30, 2005, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of compliance with such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by rule 17a-13.
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.
- 3. Obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgements by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not

absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matter involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at June 30, 2005 to meet the SEC's objectives.

This report is intended solely for the use of management of 21<sup>st</sup> Century Financial Services, Inc., the SEC, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers and is not intended to be and should not be used by anyone other than these specified parties.

Lawrence B. Goodman & Co. P.A. Certified Public Accountants

Environ D. Goodman , C. PA

Fair Lawn, New Jersey July 19, 2005